## SEGMENT INFORMATION

(1)INDUSTRY SEGMENTS

|  |  | The years ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { YEN } \\ \text { (millions) } \end{gathered}$ |  | $\begin{gathered} \hline \text { (A)/(B) } \\ \text { X100 } \\ (\%) \\ \hline \end{gathered}$ | $\begin{gathered} \hline \text { U.S. DOLLARS } \\ \text { (millions) } \\ \hline \end{gathered}$ |
|  |  | 2004 (A) | 2003 (B) |  | 2004 |
| Sales | Information \& Telecommunication Systems | $\begin{gathered} \hline 2,314,552 \\ 23 \% \end{gathered}$ | $\begin{gathered} \hline 1,899,651 \\ 19 \% \end{gathered}$ | 122 | 21,835 |
|  | Electronic Devices | $\begin{gathered} \hline 1,312,380 \\ 13 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 1,570,069 \\ 15 \% \\ \hline \end{gathered}$ | 84 | 12,381 |
|  | Power \& Industrial Systems | $\begin{gathered} \hline 2,297,913 \\ 22 \% \end{gathered}$ | $\begin{gathered} \hline 2,297,068 \\ 22 \% \end{gathered}$ | 100 | 21,678 |
|  | Digital Media \& Consumer Products | $\begin{gathered} \hline 1,226,955 \\ 12 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 1,205,551 \\ 12 \% \\ \hline \end{gathered}$ | 102 | 11,575 |
|  | High Functional Materials \& Components | $\begin{gathered} \hline 1,297,085 \\ 13 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 1,248,550 \\ 12 \% \\ \hline \end{gathered}$ | 104 | 12,237 |
|  | Logistics, Services \& Others | $\begin{gathered} \hline 1,256,266 \\ 12 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 1,449,594 \\ 14 \% \\ \hline \end{gathered}$ | 87 | 11,852 |
|  | Financial Services | $\begin{gathered} \hline 550,982 \\ 5 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 579,267 \\ 6 \% \\ \hline \end{gathered}$ | 95 | 5,198 |
|  | Subtotal | $\begin{gathered} \hline 10,256,133 \\ 100 \% \end{gathered}$ | $\begin{gathered} \hline 10,249,750 \\ 100 \% \end{gathered}$ | 100 | 96,756 |
|  | Eliminations \& Corporate items | $(1,623,683)$ | $(2,057,998)$ | - | $(15,318)$ |
|  | Total | 8,632,450 | 8,191,752 | 105 | 81,438 |
| Operating income (loss) | Information \& Telecommunication Systems | $\begin{gathered} \hline \hline 69,932 \\ 33 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline \hline 110,523 \\ 59 \% \\ \hline \end{gathered}$ | 63 | 660 |
|  | Electronic Devices | $\begin{gathered} \hline 30,424 \\ 15 \% \end{gathered}$ | $\begin{gathered} \hline(23,242) \\ (12 \%) \end{gathered}$ | - | 287 |
|  | Power \& Industrial Systems | $\begin{gathered} \hline 33,933 \\ 16 \% \\ \hline \end{gathered}$ | $\begin{gathered} 53,253 \\ 28 \% \\ \hline \end{gathered}$ | 64 | 320 |
|  | Digital Media \& Consumer Products | $\begin{gathered} \hline 6,951 \\ 3 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 6,204 \\ 3 \% \\ \hline \end{gathered}$ | 112 | 66 |
|  | High Functional Materials \& Components | $\begin{gathered} \hline 46,767 \\ 22 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 18,301 \\ 10 \% \\ \hline \end{gathered}$ | 256 | 441 |
|  | Logistics, Services \& Others | $\begin{aligned} & \hline 533 \\ & 0 \% \end{aligned}$ | $\begin{gathered} \hline 10,352 \\ 6 \% \\ \hline \end{gathered}$ | 5 | 5 |
|  | Financial Services | $\begin{gathered} \hline 22,388 \\ 11 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 12,067 \\ 6 \% \\ \hline \end{gathered}$ | 186 | 211 |
|  | Subtotal | $\begin{gathered} \hline 210,928 \\ 100 \% \\ \hline \end{gathered}$ | $\begin{gathered} \hline 187,458 \\ 100 \% \\ \hline \end{gathered}$ | 113 | 1,990 |
|  | Eliminations \& Corporate items | $(26,065)$ | $(34,491)$ | - | (246) |
|  | Total | 184,863 | 152,967 | 121 | 1,744 |

Note: Net sales by industry segment include intersegment transactions.
(2)GEOGRAPHIC SEGMENTS

|  |  |  | The years ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  | $\begin{gathered} \text { YEN } \\ \text { (millions) } \end{gathered}$ |  | $\begin{gathered} \hline \text { (A)/(B) } \\ \text { X100 } \\ (\%) \\ \hline \end{gathered}$ | $\begin{array}{\|c\|} \hline \begin{array}{c} \text { U.S. DOLLARS } \\ \text { (millions) } \end{array} \\ \hline 2004 \\ \hline \end{array}$ |
|  |  |  | 2004 (A) | 2003 (B) |  |  |
| Sales |  | Outside customer sales | $\begin{gathered} \hline 6,364,411 \\ 64 \% \end{gathered}$ | $\begin{gathered} \hline 6,290,654 \\ 65 \% \end{gathered}$ | 101 | 60,042 |
|  | Japan | Intersegment transactions | $\begin{gathered} \hline 854,532 \\ 9 \% \end{gathered}$ | $\begin{gathered} \hline 1,026,916 \\ 11 \% \end{gathered}$ | 83 | 8,062 |
|  | Total |  | $\begin{gathered} \hline 7,218,943 \\ 73 \% \end{gathered}$ | $\begin{gathered} 7,317,570 \\ 76 \% \end{gathered}$ | 99 | 68,103 |
|  |  | Outside customer sales | $\begin{gathered} \hline 993,471 \\ 10 \% \end{gathered}$ | $\begin{gathered} \hline 651,228 \\ 7 \% \end{gathered}$ | 153 | 9,372 |
|  | Asia | Intersegment transactions | $\begin{gathered} \hline 312,153 \\ 3 \% \end{gathered}$ | $\begin{gathered} \hline 351,006 \\ 3 \% \end{gathered}$ | 89 | 2,945 |
|  | Total |  | $\begin{gathered} \hline 1,305,624 \\ 13 \% \end{gathered}$ | $\begin{gathered} \hline 1,002,234 \\ 10 \% \end{gathered}$ | 130 | 12,317 |
|  |  | Outside customer sales | $\begin{gathered} \hline 784,782 \\ 8 \% \end{gathered}$ | $\begin{gathered} \hline 802,582 \\ 8 \% \end{gathered}$ | 98 | 7,404 |
|  | North <br> America | Intersegment transactions | $\begin{gathered} \hline 25,894 \\ 0 \% \end{gathered}$ | $\begin{gathered} \hline 38,753 \\ 1 \% \end{gathered}$ | 67 | 244 |
|  | Total |  | $\begin{gathered} \hline 810,676 \\ 8 \% \end{gathered}$ | $\begin{gathered} 841,335 \\ 9 \% \end{gathered}$ | 96 | 7,648 |
|  |  | Outside customer sales | $\begin{gathered} \hline 404,278 \\ 4 \% \end{gathered}$ | $\begin{gathered} \hline 379,615 \\ 4 \% \end{gathered}$ | 106 | 3,814 |
|  | Europe | Intersegment transactions | $\begin{gathered} 32,949 \\ 1 \% \end{gathered}$ | $\begin{gathered} \hline 28,382 \\ 0 \% \end{gathered}$ | 116 | 311 |
|  | Total |  | $\begin{gathered} \hline 437,227 \\ 5 \% \end{gathered}$ | $\begin{gathered} 407,997 \\ 4 \% \end{gathered}$ | 107 | 4,125 |
|  | Other <br> Areas | Outside customer sales | $\begin{gathered} 85,508 \\ 1 \% \end{gathered}$ | $\begin{gathered} 67,673 \\ 1 \% \end{gathered}$ | 126 | 807 |
|  |  | Intersegment transactions | $\begin{gathered} \hline 2,655 \\ 0 \% \end{gathered}$ | $\begin{gathered} \hline 2,645 \\ 0 \% \end{gathered}$ | 100 | 25 |
|  |  | otal | $\begin{gathered} 88,163 \\ 1 \% \end{gathered}$ | $\begin{gathered} \hline 70,318 \\ 1 \% \end{gathered}$ | 125 | 832 |
|  | Subtotal |  | $\begin{gathered} 9,860,633 \\ 100 \% \end{gathered}$ | $\begin{gathered} \hline 9,639,454 \\ 100 \% \end{gathered}$ | 102 | 93,025 |
|  | Eliminations \& Corporate items |  | $(1,228,183)$ | $(1,447,702)$ | - | $(11,587)$ |
|  | Total |  | 8,632,450 | 8,191,752 | 105 | 81,438 |


|  |  | The years ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{gathered} \text { YEN } \\ \text { (millions) } \end{gathered}$ |  | $\begin{gathered} \hline(\mathrm{A}) /(\mathrm{B}) \\ \mathrm{X} 100 \\ (\%) \\ \hline \end{gathered}$ | U.S. DOLLARS <br> (millions) <br> 2004 |
|  |  | 2004 (A) | 2003 (B) |  |  |
| Operating income | Japan | $\begin{gathered} 177,102 \\ 77 \% \end{gathered}$ | $\begin{gathered} 155,684 \\ 82 \% \end{gathered}$ | 114 | 1,671 |
|  | Asia | $\begin{gathered} 33,363 \\ 15 \% \end{gathered}$ | $\begin{gathered} 18,357 \\ 10 \% \end{gathered}$ | 182 | 315 |
|  | North America | $\begin{gathered} 4,733 \\ 2 \% \end{gathered}$ | $\begin{gathered} 6,336 \\ 3 \% \end{gathered}$ | 75 | 45 |
|  | Europe | $\begin{gathered} 10,512 \\ 5 \% \end{gathered}$ | $\begin{gathered} 6,720 \\ 4 \% \end{gathered}$ | 156 | 99 |
|  | Other Areas | $\begin{gathered} 3,245 \\ 1 \% \end{gathered}$ | $\begin{gathered} 2,097 \\ 1 \% \end{gathered}$ | 155 | 31 |
|  | Subtotal | $\begin{gathered} \hline 228,955 \\ 100 \% \end{gathered}$ | $\begin{gathered} 189,194 \\ 100 \% \end{gathered}$ | 121 | 2,160 |
|  | Eliminations \& Corporate items | $(44,092)$ | $(36,227)$ | - | (416) |
|  | Total | 184,863 | 152,967 | 121 | 1,744 |

(3)SALES BY MARKET

|  | The years ended March 31 |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | YEN(millions) |  | $\begin{gathered} \hline(\mathrm{A}) / \mathrm{B}) \\ \mathrm{X} 100 \\ (\%) \\ \hline \end{gathered}$ | U.S. DOLLARS <br> (millions) <br> 2004 |
|  | 2004 (A) | 2003 (B) |  |  |
| Japan | $\begin{gathered} 5,654,856 \\ 66 \% \end{gathered}$ | $\begin{gathered} 5,546,543 \\ 68 \% \end{gathered}$ | 102 | 53,348 |
| Asia | $\begin{gathered} \hline 1,212,844 \\ 14 \% \end{gathered}$ | $\begin{gathered} \hline 1,017,439 \\ 12 \% \\ \hline \end{gathered}$ | 119 | 11,442 |
| North America | $\begin{gathered} \hline 873,243 \\ 10 \% \end{gathered}$ | $\begin{gathered} \hline 890,684 \\ 11 \% \end{gathered}$ | 98 | 8,238 |
| Europe | $\begin{gathered} \hline 655,824 \\ 7 \% \end{gathered}$ | $\begin{gathered} \hline 537,029 \\ 7 \% \end{gathered}$ | 122 | 6,187 |
| Other Areas | $\begin{gathered} \hline 235,683 \\ 3 \% \end{gathered}$ | $\begin{gathered} \hline 200,057 \\ 2 \% \end{gathered}$ | 118 | 2,223 |
| Outside Japan | $\begin{gathered} \hline 2,977,594 \\ 34 \% \end{gathered}$ | $\begin{gathered} \hline 2,645,209 \\ 32 \% \end{gathered}$ | 113 | 28,091 |
| Total | $\begin{gathered} \hline 8,632,450 \\ 100 \% \end{gathered}$ | $\begin{gathered} \hline 8,191,752 \\ 100 \% \end{gathered}$ | 105 | 81,438 |

